



**Proud to be
part of our
customers'
success**

Samvardhana Motherson Automotive Systems Group B.V.

Financial Performance

Period ended September 30, 2019 (H1 & Q2 FY 2019-20)

11th November 2019

motherson 

- **Group Information**
- **Financial Performance**
- **Debt & Liquidity Status**
- **Order Book Status**

Key Highlights.

Growth of 15% in revenues and 11% in EBITDA in Q2 over corresponding period despite continued challenges in the recently setup greenfield plants

Net Leverage <2.50x - Sep 30, 2019 at 2.22x

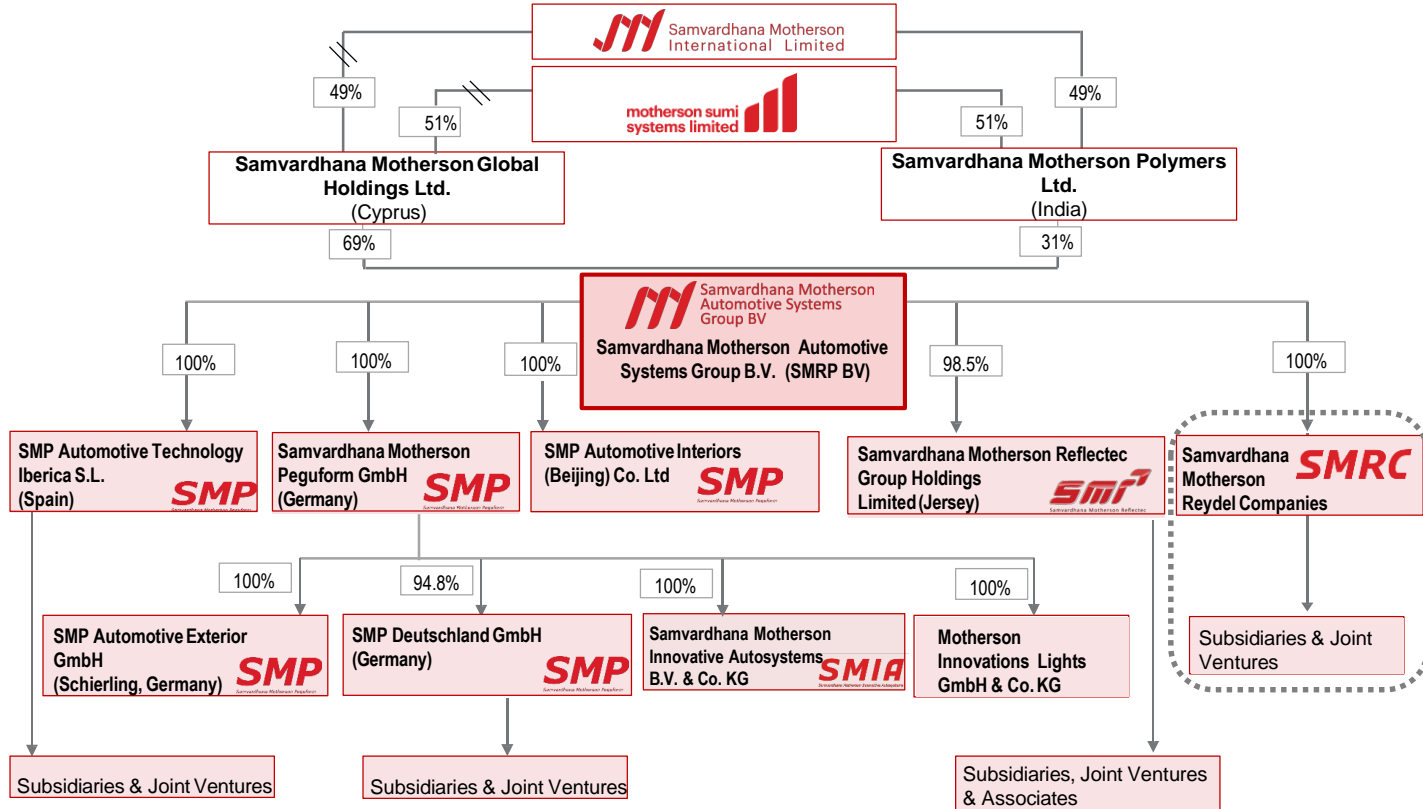
Robust Order Book of €18.4 Billion as of September 30, 2019

Strong shareholder support – US\$100 Million shareholder loan received during the period to maintain liquidity

Adoption of IFRS 16 w.e.f. April 01, 2019 resulting in

- **Recognition of lease assets and lease liabilities €103 Million as of April 01, 2019.**
- **Positive impact on EBITDA +€ 13.9 Million, additional interest and depreciation expense recognized € 15.0 Million for the period April-September 2019.**
- **Refer slide 7 for further details**

SMRP BV Group Structure



Global Presence



* Include full time, part time, temporary & contract employees

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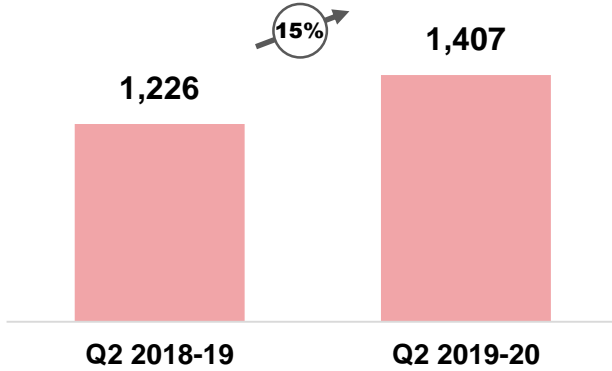
Changes in Accounting Standard IFRS 16

- Effective April 01, 2019, “**IFRS 16 – Leases**” became applicable on the Group replacing IAS 17 and other related interpretations.
- IFRS 16 requires lessees to recognize assets for the right to use as well as leasing liabilities for the outstanding lease payments. This means that leases that were previously not reported in the Statement of Financial Position will have to be reported in the statement of financial position – very similar to the accounting of finance leases under IAS 17.
- The Group has adopted the standard from April 1, 2019 without restating comparative amounts for previous period(s) as permitted by the modified retrospective approach.
- Following impacts were recorded in view of adoption of new standard

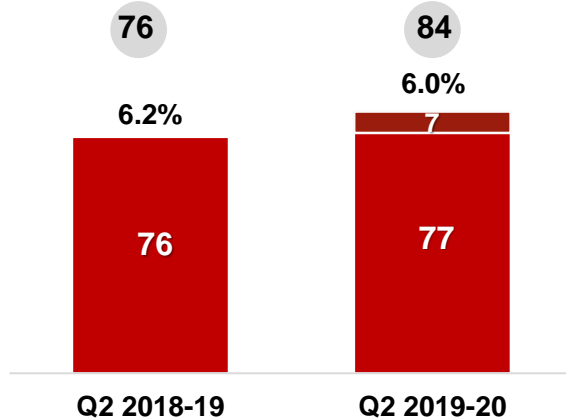
€ Mns	April 01, 2019	September 30, 2019
Right of use assets	103	97
Lease liabilities	103	98
Interest expense on leases	-	(2)
Depreciation expense of right-of-use assets	-	(13)
Lease expense derecognised	-	14
Deferred tax income	-	0
Decrease in profit after tax due to IFRS 16	-	(1)

SMRP BV Consolidated : Q2 2019-20

Revenue.
(€ Mn)



EBITDA.
(€ Mn)

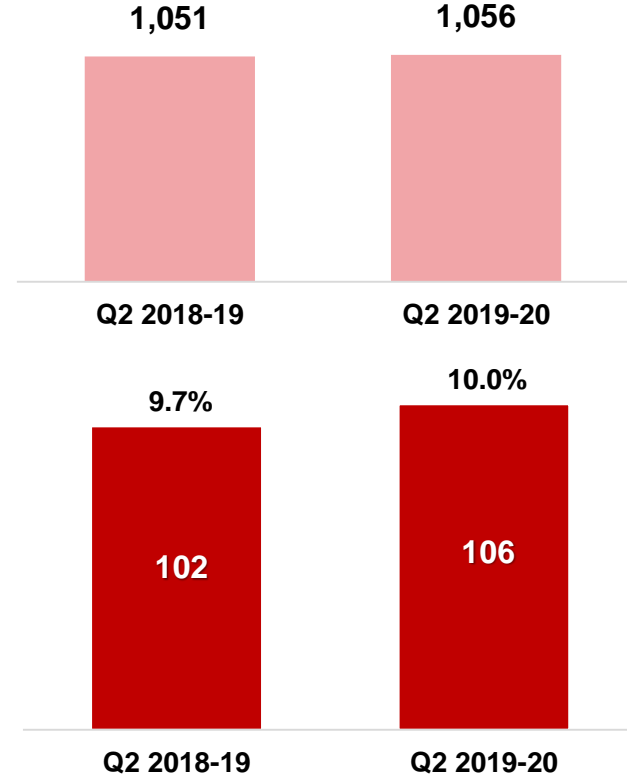


● IFRS 16 impact

● Reported EBITDA

Reported EBITDA Q2 2018-19 is excluding € 25 mn bargain gain

Excluding Greenfields & SMRC.
(€ Mn)

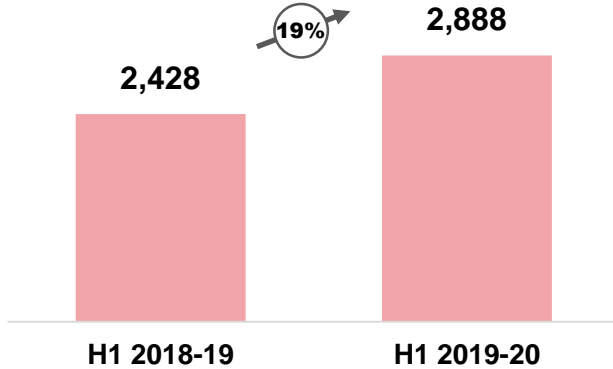


EBITDA % excluding IFRS 16 impact and bargain gain

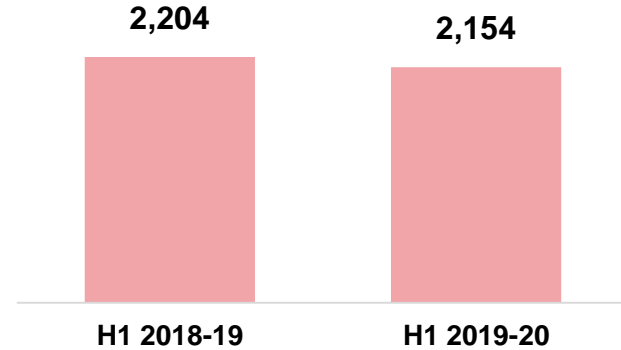


SMRP BV Consolidated : H1 2019-20

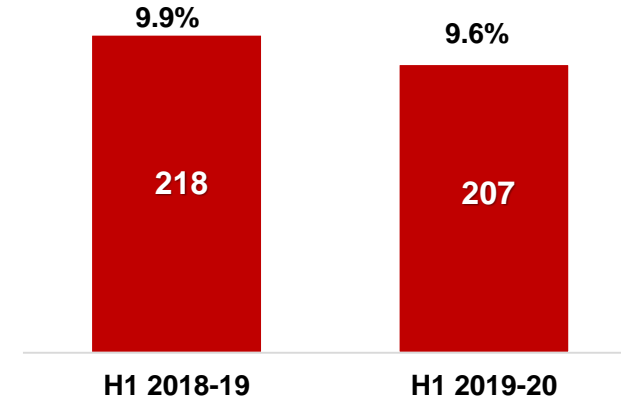
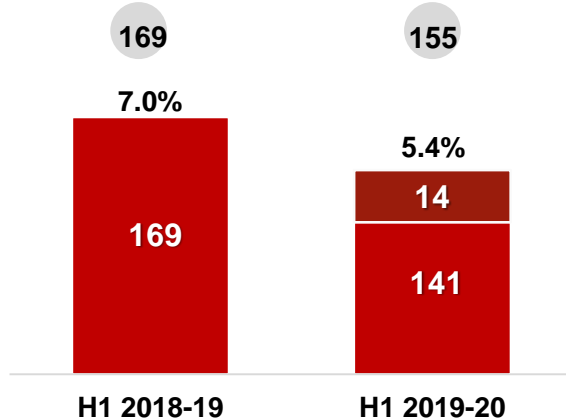
Revenue.
(€ Mn)



Excluding Greenfields & SMRC.
(€ Mn)

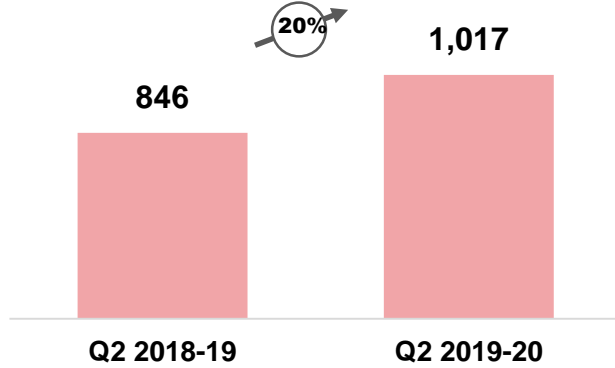


EBITDA.
(€ Mn)

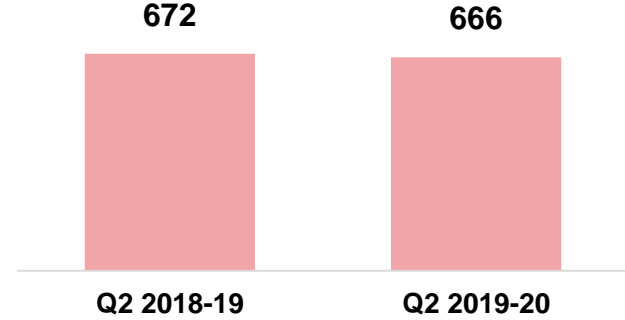


SMP Group : Q2 2019-20

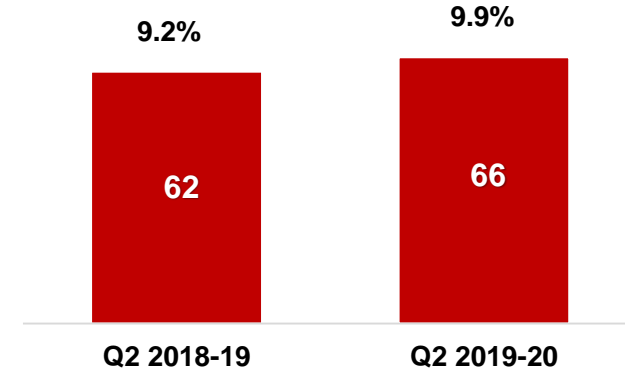
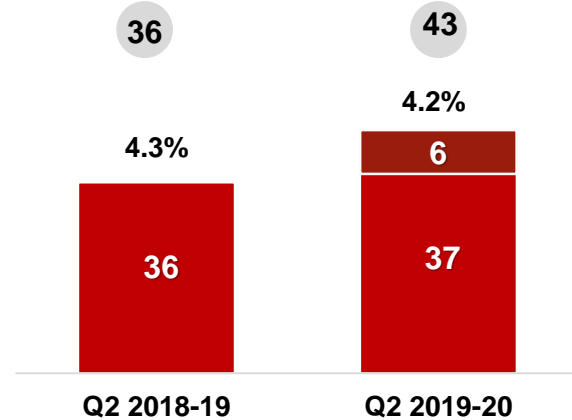
Revenue.
(€ Mn)



Excluding Greenfields & SMRC.
(€ Mn)

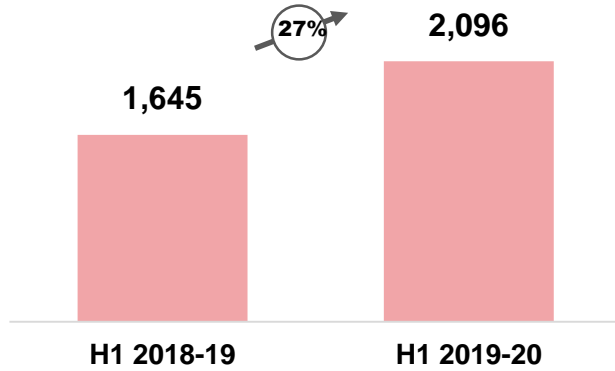


EBITDA.
(€ Mn)

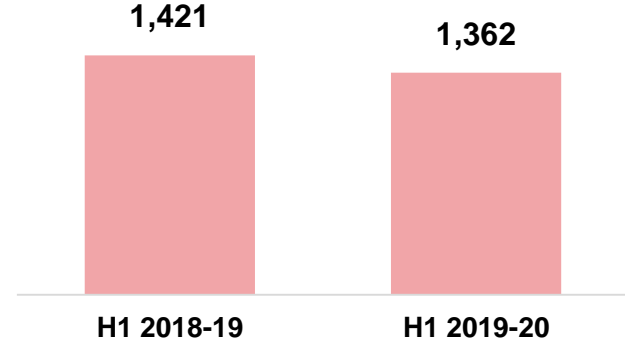


SMP Group : H1 2019-20

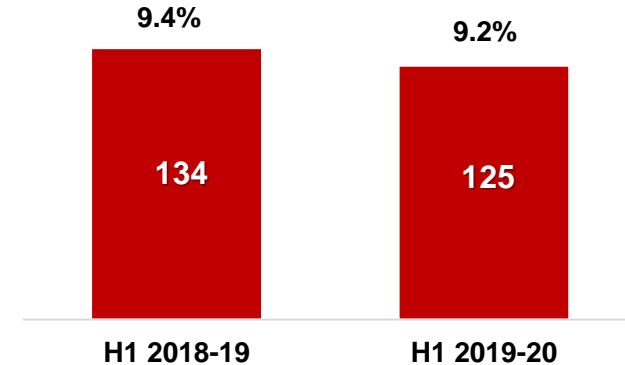
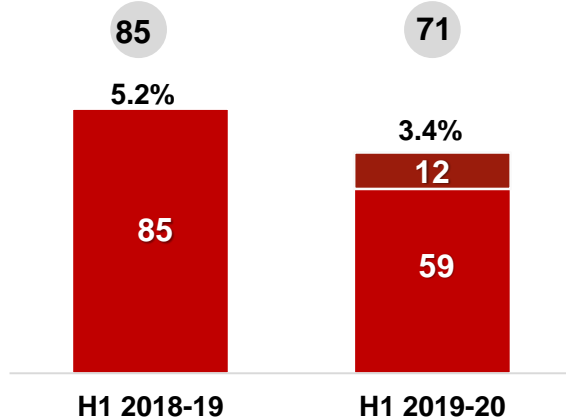
Revenue.
(€ Mn)



Excluding Greenfields & SMRC.
(€ Mn)

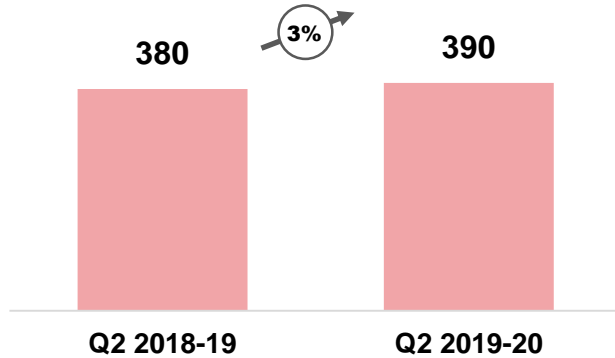


EBITDA.
(€ Mn)

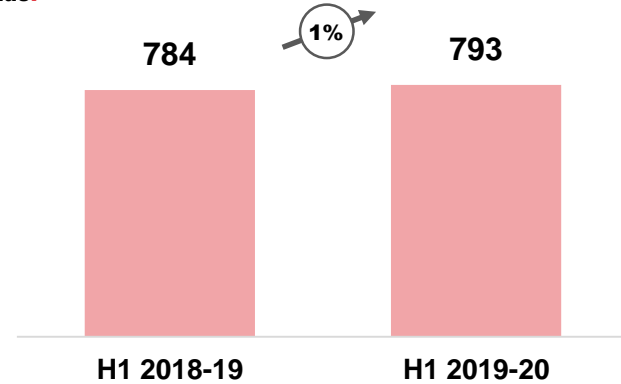


SMR Group : Q2 and H1 2019-20

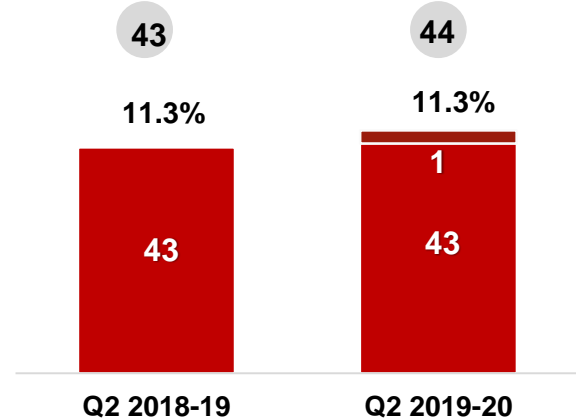
Revenue.
(€ Mn)



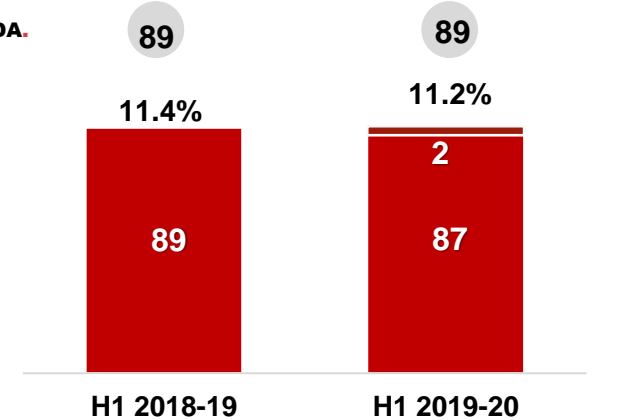
Revenue.
(€ Mn)



EBITDA.
(€ Mn)

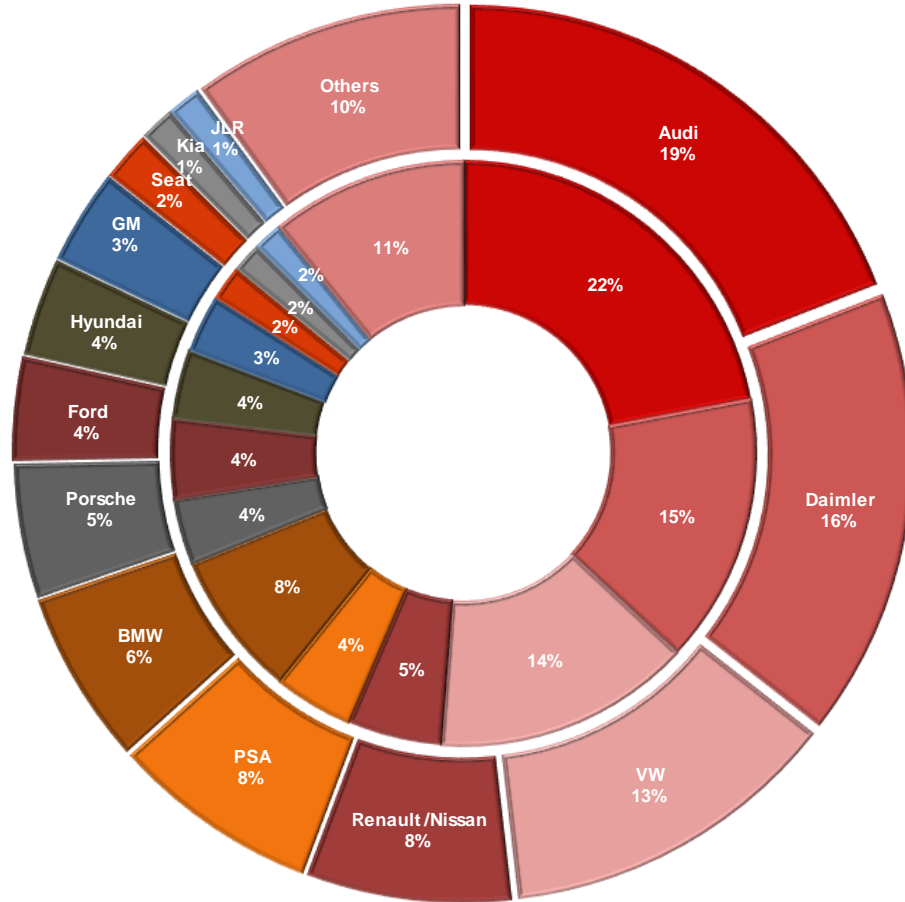
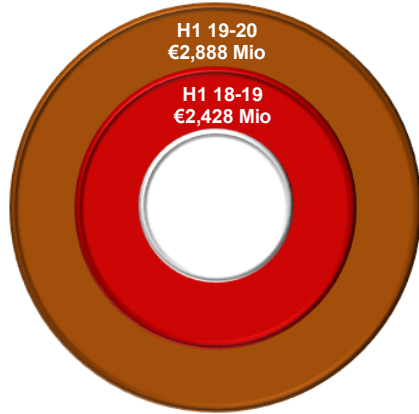


EBITDA.
(€ Mn)



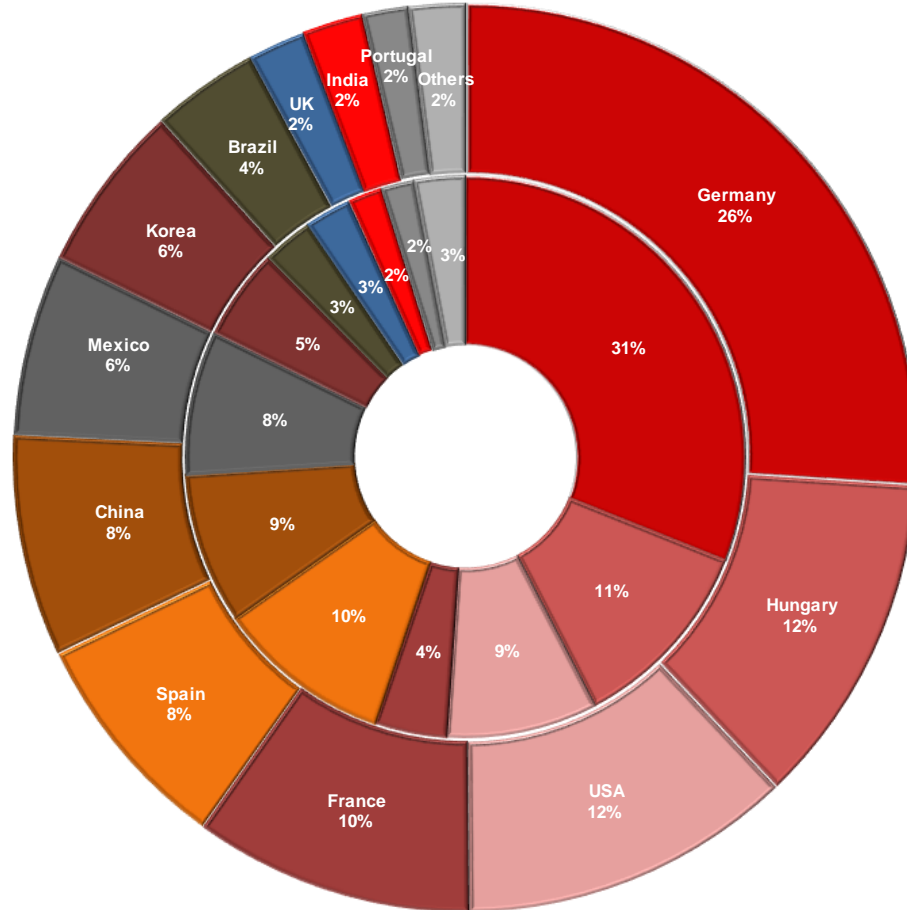
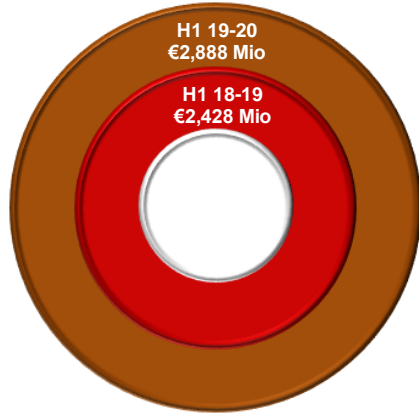
Revenue Split - By Customer

For the period ended September 30, 2019



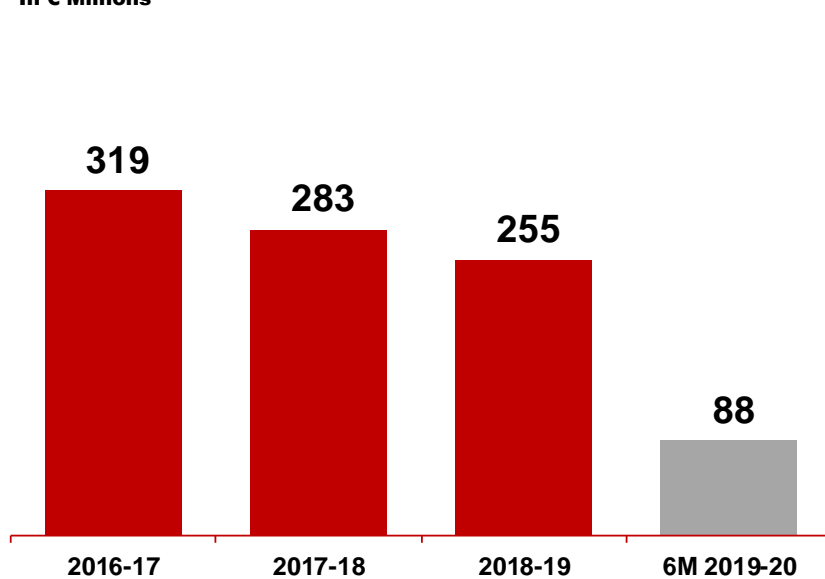
Revenue Split - By Geography

For the period ended September 30, 2019



Capital Expenditure For the period ended September 30, 2019

In € Millions



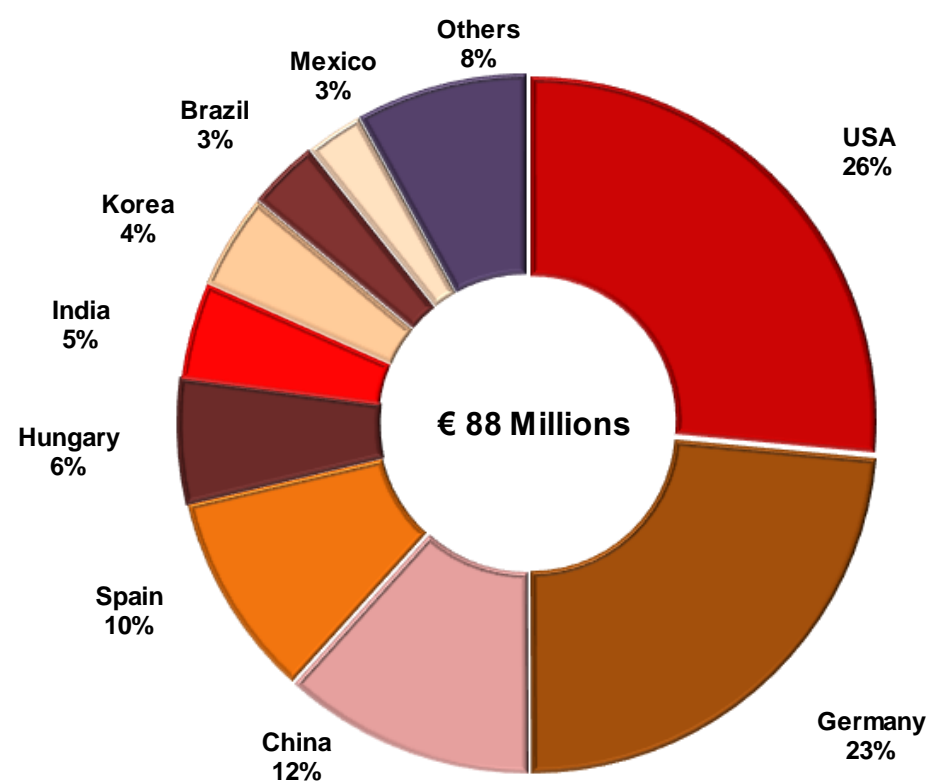
Capex Split : 6M 2019-20.



€ 66 Million

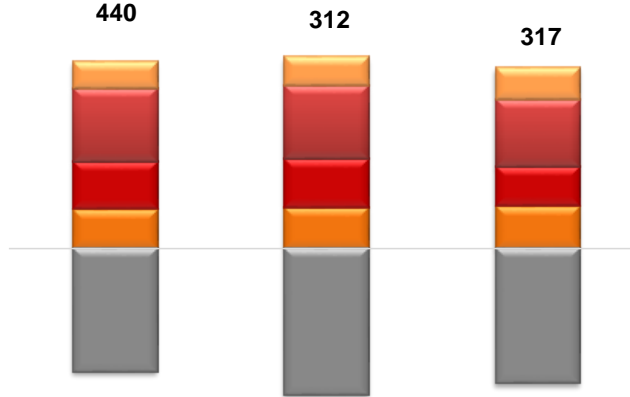


€ 22 Million



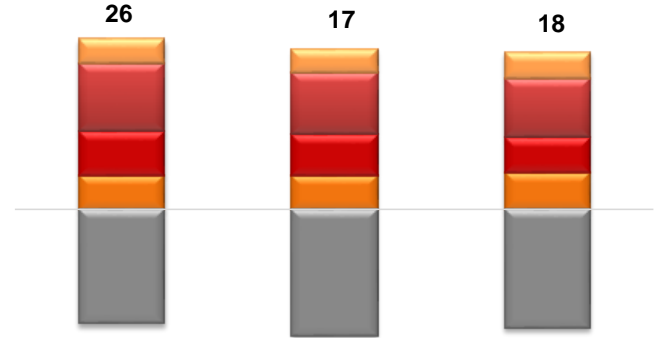
Trade Working Capital

€ Millions.



	Sep 18	Jun 19	Sep 19
Trade liabilities	(872)	(1,034)	(951)
Receivables - Amortisation	186	203	219
Receivables - Unbilled Revenue	523	517	475
Receivables	332	336	275
Inventory	271	290	299

No of Days*.



	Sep 18	Jun 19	Sep 19
Trade liabilities	(52)	(57)	(54)
Receivables - Amortisation	11	11	12
Receivables - Unbilled Revenue	31	28	27
Receivables	20	19	16
Inventory	16	16	17

* Working capital days have been computed on gross revenue.



Summary of Cash Flow- For the period ended September 30, 2019

Statement of Cash Flows (€ millions)	April 1, 2018 to Sep 30, 2018	April 1, 2019 to Sep 30, 2019
Cash flow from operating activities before changes in working capital and income tax	169	164
Changes in working capital	(237)	(62)
Income tax paid	(24)	(34)
Cash flow from operating activities	(92)	68
Purchase of property, plant and equipment (including Pre-Payments)	(96)	(77)
Payment for acquisition of SMRC (net of cash acquired)	(91)	-
Others	1	2
Cash flow from investing activities	(186)	(75)
Net Proceeds from borrowings (including leases)	321	1
Interest Paid	(26)	(30)
Others	(10)	(5)
Cash flow from financing activities	285	(34)
Net increase in cash and cash equivalents	7	(41)
Cash and cash equivalents at the beginning of the period	216	311
Variation in cash and cash equivalents from translation in foreign currencies	1	-
Cash and cash equivalents at the end of the period	224	270

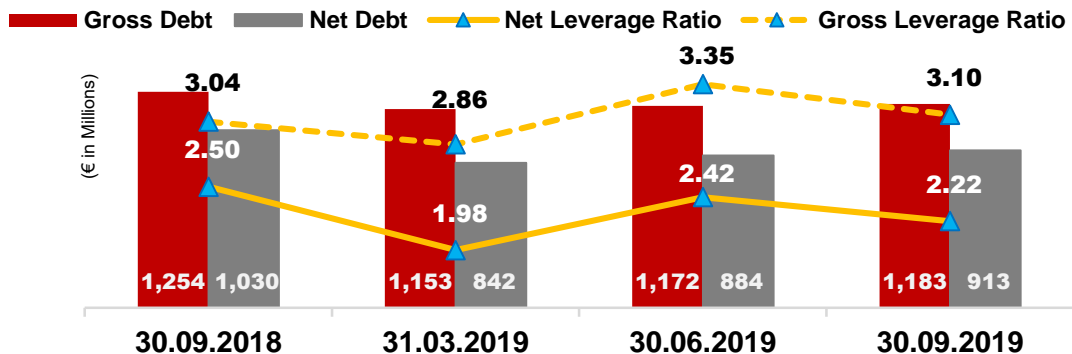
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Cash & Debt status

A. Debt Status.

€ Millions	30.09.2018	31.03.2019	30.06.2019	30.09.2019
Gross Debt*	1,254	1,153	1,172	1,183
Cash and cash equivalents	224	311	288	270
Net Debt*	1,030	842	884	913
Shareholder Loan	-	150	150	242

* Gross debt and Net debt are inclusive of Shareholder Loan



* Leverage ratios are computed excluding Subordinated Shareholder Loan and lease liabilities under IFRS 16.

B. Impact of IFRS 16. (not included in debt status above)

€ Millions	01.04.2019	30.06.2019	30.09.2019
Lease Liability	103	98	98

Financing Updates

- US\$ 100 Mn shareholder loan received during Q2 FY2019-20
- Liquidity enhanced with additional shareholder loan

Liquidity Status As at September 30, 2019

Available Liquidity*.

€ in Millions	Sanctioned Limit	Utilised as at Sep 30, 2019	Liquidity Available
RCF (including ancillary facilities)	575	66	509
Cash and Cash Equivalents			270
Total Liquidity Available			779

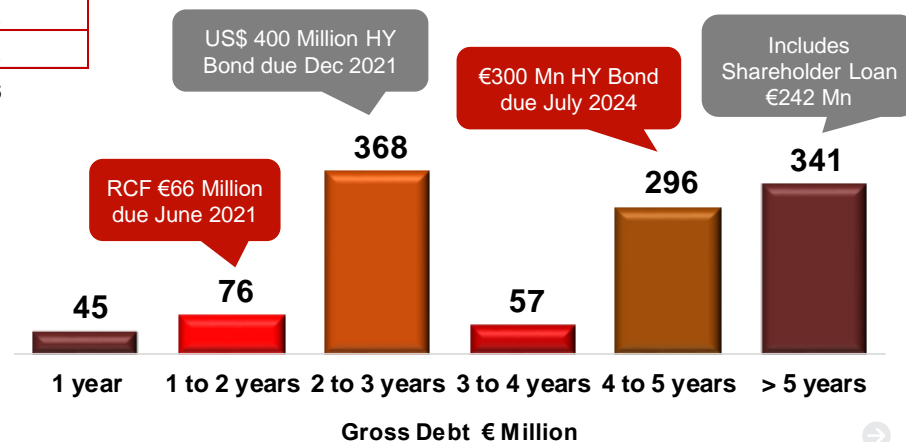
* Available liquidity subject to headroom under leverage ratios

Leverage Ratio.

Key Ratios#	Allowed	Sep 30, 2019
Gross Leverage Ratio	3.50x	3.10x
Net Leverage Ratio	3.25x	2.22x

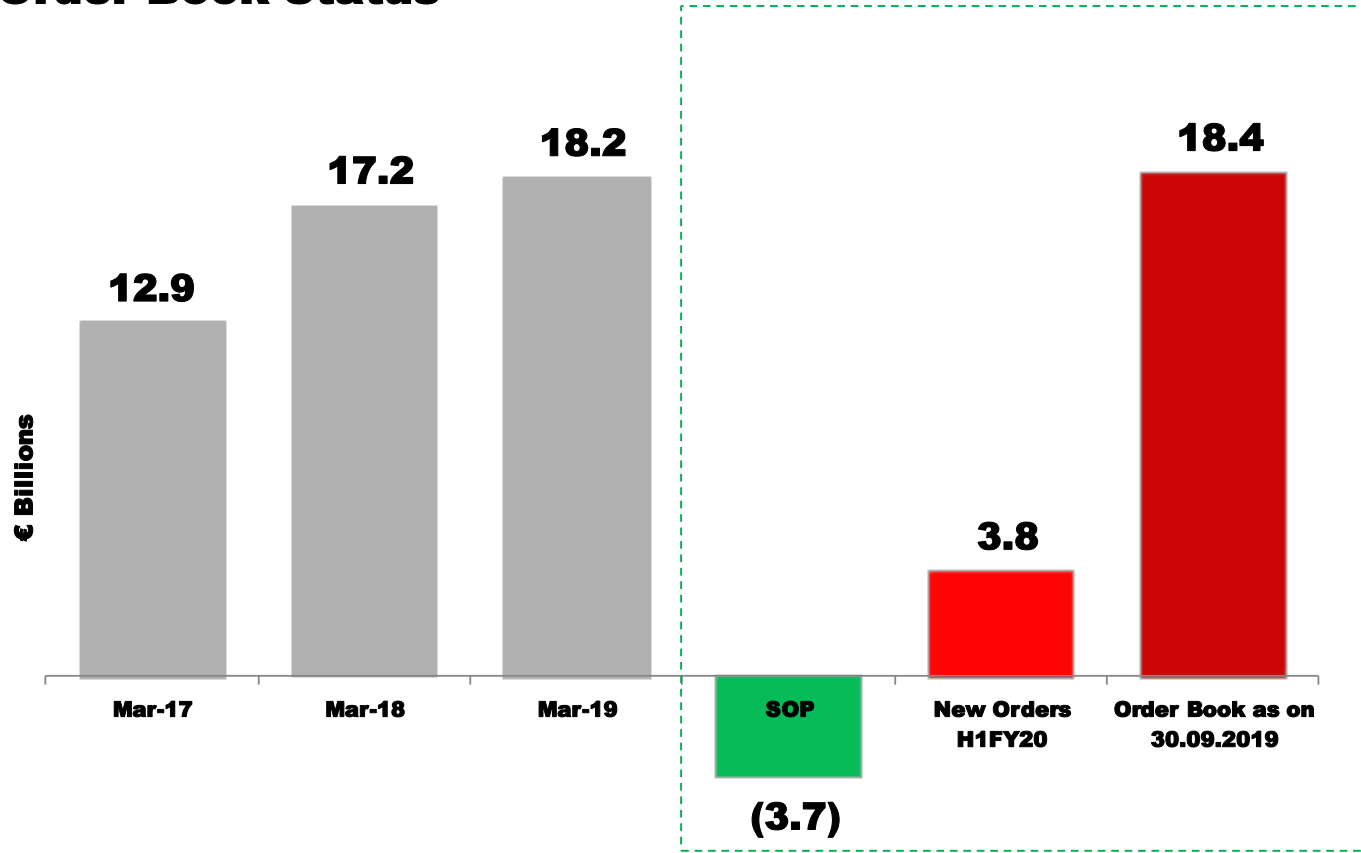
Computed excluding Subordinated Shareholder Loan and lease liabilities under IFRS 16

Maturity profile.



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Order Book Status



New Orders worth Euro 3.8 billion received during H1 FY20

Execution of Orders worth Euro 3.7 billion started during H1 FY20

Order book status represents Gross Revenues (including Cockpit assemblies), which are reported on Net basis in financial statements consequent of implementation of IFRS 15

SOP: Start of production i.e. commencement of commercial execution of orders





Thank you.

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